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A. General Information

1. What is i6 Green?

The \$12 million **i6 Green** competition is an important component of President Obama's Startup America initiative to promote American innovation and win the future.

i6 Green, which builds on the success of last year's inaugural i6 Challenge, focuses on the nexus between economic development and environmental quality. It encourages communities to employ the characteristics of Proof of Concept Centers to accelerate technology-led economic development in pursuit of a vibrant, innovative clean economy. The competition rewards innovative, ground-breaking ideas that enable technology commercialization, new venture formation, job creation, and economic growth.

The i6 Green competition is being administered by the Economic Development Administration (EDA) of the U.S. Department of Commerce (DOC), in partnership with the National Science Foundation (NSF), U.S. Department of Energy (DOE), U.S. Environmental Protection Agency (EPA), U.S. Department of Agriculture (USDA), U.S. Patent and Trademark Office (USPTO), and the National Institute of Standards and Technology (NIST). EDA will award up to \$1 million to each of six winning teams with the most innovative proof of concept center idea to drive technology commercialization and entrepreneurship in their regions. NSF, DOE, EPA, and USDA, may award a total of up to \$6.3 million in supplemental funding to various partners of the winning teams. NIST and USPTO will offer technical assistance to applicants and recipients. Please see section II.B. of the i6 Green Federal Funding Opportunity (FFO) announcement and sections G. and F. of these FAQs for more information.

2. The FFO references that the i6 Green competition is focused on advancing or developing a Proof of Concept Center. What is a Proof of Concept Center?

A Proof of Concept Center supports all aspects of the entrepreneurship process, from supporting technology demonstration and business plan development, to providing early-stage access to capital and other resources to help innovators bring their ideas to the marketplace. Centers allow emerging technologies to mature and demonstrate their market potential, making them more attractive to investors and helping entrepreneurs turn their idea or technology into a business (See **Christine A. Gulbranson and David B. Audretsch, *Proof of Concept Centers: Accelerating the Commercialization of University Research*, J. Technol. Transfer (2008) 33: 249—258.**).

Key services of a Proof of Concept Center include, but are not limited to:

- Facilitating and fostering the exchange of ideas between university innovators and industry;
- Incorporating mentors and industry catalysts that provide advisory services and link technology and researchers to external networks;
- Providing seed funding to support the commercialization of promising research;
- Assisting with market evaluation and business plan development;
- Supporting educational programs to prepare students and researchers for entrepreneurial challenges and work environments; and

- Holding special events to showcase technologies and entrepreneurs, promote the exchange of ideas, and formation of new collaboration.¹

3. The FFO mentions an emphasis on the nexus between economic development and environmental quality. What does that mean on our end as a deliverable for competing effectively in the i6 Green program?

The overarching policy goal is to incentivize applications that effectively describe i6 Green Proof of Concept Center partnerships to support entrepreneurs, technologies, and startup and high-growth companies focused on one or more of the following green project outputs:

- **Renewable Energy:** The development, production, or use of energy derived from renewable resources that have smaller carbon footprints than hydrocarbon-based energy sources, including wind, solar, biomass, and geothermal energy;
- **Energy Efficiency:** A reduction in the energy produced or the energy consumed for the same level of output with the goal of lowering energy costs.
- **Reuse/Recycling/Restoration:** The reuse of a given product (or products), or production a new or innovative product from recyclable materials.
- **Innovations in Green Building Technology/Manufacturing:** Technological advances, processes, and materials that minimize environmental and public health impacts of buildings over their lifecycles.

4. Where do I find information on i6 Green? Where do I find application materials? Where do I find the full announcement on grants.gov?

Please visit www.eda.gov/i6 for the complete FFO, FAQs, and additional information and updates about **i6 Green**. The FFO provides detailed instructions on how to apply. The complete application package can be downloaded from Grants.gov (see page 9 of the FFO). **Please direct all inquiries to the appropriate EDA regional office contact which can be found at the end of these FAQs (Section I) and in section VIII. of the FFO.** The direct website link to the FFO is <http://www.eda.gov/PDF/i6GreenFFO.pdf>.

¹ **Please note** that the EDA-funded scope of work cannot support the provision of seed or equity funding. For the purposes of establishing eligible costs to be supported by grant funds (Federal share plus matching share) under an i6 Green award, applicants may not include costs related to venture capital activities. EDA grant funds cannot be used for such purposes. However, EDA will evaluate favorably applications that include the use of venture capital to support innovative entrepreneurs as part of other activities that operate as a separate cost center and are not supported directly or indirectly by EDA-provided funds. Although not part of the EDA-funded scope of work, applicants that incorporate venture capital aspects should specify how and to what types of entities venture capital will be provided.

5. What is the award for the i6 Green winners and when will it be awarded?

EDA will award up to \$1 million to at least one winning team in each of the agency's six regions. NSF, USDA, and EPA may award a total of up to \$4.2 million in supplemental funding to their SBIR Phase II eligible grantees that are associated or partnered with the winning teams (please see FAQ # C-2 for more information on partnering). Additionally DOE and EPA may award a total of up to \$2 million and \$280,000, respectively, in non-SBIR supplemental funding. Please see section II.B. of the i6 Green FFO for detailed information on these supplemental opportunities. We expect announcement of the **i6 Green** winners by September of 2011.

6. How can I win the i6 Green?

You must submit a letter of intent and a winning application as described in the **i6 Green** FFO, which is posted on the **i6 Green** website at www.eda.gov/i6.

7. Is there a deadline for submitting an i6 proposal?

Yes, applications must be submitted by May 26, 2011. In addition, each applicant **MUST** submit a letter of intent to i6@eda.doc.gov by 11:59 pm Eastern Time on May 2, 2011 to be considered for funding. Failure to timely submit a letter of intent **will eliminate** an applicant from consideration. See section V of the FFO for more information on letters of intent and application requirements.

8. What information is required in an i6 proposal?

Please see the **i6 Green** FFO posted on www.eda.gov/i6.

9. How are proposals submitted?

Applicants may access the **i6 Green** application package and must submit completed applications electronically through www.grants.gov. Please see the i6 Green FFO for complete application instructions.

10. Will confidential/proprietary information in my proposal be protected?

Yes, in accordance with the U.S. Department of Commerce's Freedom of Information Act (FOIA) requirements as set out at 15 CFR part 4. In the event that an application contains information or data that the applicant deems to be confidential commercial information, which is exempt from disclosure under FOIA, that information should be identified, bracketed, and marked as "Privileged, Confidential, Commercial, or Financial Information." Based on these markings, the confidentiality of the contents of those pages will be protected to the extent permitted by law. Please also see section VII. B. of the **i6 Green** FFO.

11. Who do I contact if I have questions?

Please contact your appropriate EDA Regional Office point of contact listed in section I. of these FAQ's and in section VIII. of the **i6 Green** FFO.

12. What are the six EDA regions mentioned in the i6 Green FFO?

EDA provides services to the entire nation through six regional offices, which serve the following States:

- **Philadelphia Region:** Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia, West Virginia, Puerto Rico, Virgin Islands.
- **Atlanta Region:** Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, Tennessee.
- **Chicago Region:** Illinois, Indiana, Michigan, Minnesota, Ohio, Wisconsin.
- **Austin Region:** Arkansas, Louisiana, New Mexico, Oklahoma, Texas.
- **Denver Region:** Colorado, Iowa, Kansas, Missouri, Montana, North Dakota, Nebraska, South Dakota, Utah, Wyoming.
- **Seattle Region:** Alaska, Arizona, California, Hawaii, Idaho, Nevada, Oregon, Washington, American Samoa, Northern Mariana Islands, Guam, Federated States of Micronesia, Rep. of Marshall Islands, Rep. of Palau.

Please see section VIII of the FFO for the EDA regional contact that serves your State.

13. Are applicants bound by the entire content of their letter of intent?

No, applicants are not legally bound by the content of their letter of intent, but the letter of intent should be consistent with the complete application. By the time the letter of intent is submitted, applicants should have an accurate description of their proposal. Incidental details may change between the time when a letter of intent is submitted and the complete application, but the overall project premise, budget, and structure should be consistent. Please note that letters of intent are required and must be emailed to i6@eda.doc.gov by 11:59 pm Eastern Time on May 2, 2011. Please see section V.A. of the i6 Green FFO for more information on letters of intent.

14. Are there examples on the EDA website of the type of activities that may meet criterion for innovation, accelerated commercialization and problem solving?

Yes, the focus of this year's challenge is centered on developing Proof of Concept Centers that support the Green Economy. **Please refer back to question A-2 of these FAQ's for further details.** You also may wish to review last year's i6 Challenge winning recipients:

- **Atlanta Region:** **The Global Center for Medical Innovation**, a not-for-profit corporation, will implement three major initiatives to accelerate the development and commercialization of next generation medical devices and technology.
- **Austin Region:** **New Mexico Technology Ventures Corporation** will develop infrastructure for the successful maturation of technologies developed under the Small Business Innovation Research (SBIR) program into commercially viable enterprises.
- **Chicago Region:** **University of Akron Research Foundation and Austen BioInnovation Institute in Akron – Innovative Solutions for Invention Xceleration** will increase innovation and minimize the time from ideation to commercialization of new technologies by bringing together world-class scientists, physicians, engineers,

researchers, and entrepreneurs in the biomedical device/product and polymer science industries of northeast Ohio.

- **Denver Region:** BioGenerator, Washington University in St. Louis, Saint Louis University, the University of Missouri at St. Louis, Donald Danforth Plant Science Center, St. Louis County Economic Council, and the St. Louis Development Corporation will advance bioscience technology commercialization through collaborative targeted pre-company translational research, company creation, and first funding, and build an entrepreneurial infrastructure that is market-based around the needs of existing bioscience firms and investors.
- **Philadelphia Region:** Innovation Works, Inc. and Carnegie Mellon University will create the “Agile Innovation System,” to accelerate the commercialization of technologies being developed within the region’s universities and small businesses.
- **Seattle Region:** The Oregon Translational Research & Drug Development Institute, the Oregon Nanoscience & Microtechnologies Institute, and the Oregon Built Environment & Sustainable Technologies Center are joining forces to create the first comprehensive, innovation infrastructure – the Oregon Innovation Cluster – to address gaps in the commercialization continuum for three broad industry/technology clusters.

15. Are proposals to implement an innovative approach to accelerate the process of technology transfer from universities and commercialization of technologies developed by companies funded through SBIR-programs to bridge the “valley of death” be considered responsive to i6 Green? The proposed model could be tested in one region with the goal to be potentially scaled-up to the State and US level.

Yes, so long as the application meets the green focus of **i6 Green**. Please see section I.A. of the **i6 Green** FFO for more information.

16. What are the envisioned roles for the SBIR companies becoming a part of i6 Green teams?

The participating SBIR companies would function as a part of the team to achieve the overall objectives of the proposal. The **i6 Green** does not restrict what type of role(s) the SBIR companies can play as part of the team. As a for-profit organization, any SBIR company can participate in **i6 Green** in two ways:

- (a) by being a part of a team forming a non-profit organization that is an **i6 Green applicant**, or
- (b) by partnering with an eligible applicant (please see FAQ # C-2 for more information on partnering). Please see section II.B. of the **i6 Green** FFO for complete information on SBIR funding opportunities.

17. Can a private company (including an SBIR) from one State partner under an i6 Green project proposed to be located in another State that qualifies for the eligibility criteria?

Yes, this may be a possibility. Applicants must define (in their application) the area (or “region”) in which their project will be located, and applicants may include partners who are

located outside of the defined region. The defined region, however, must meet the regional eligibility criteria set forth in section III.B of the i6 Green FFO.

18. Is the intention of i6 Green to promote inter-State and/or overall collaborations to find more generic solutions to accelerate technology commercialization and new venture formation across the United States? How many potential partners are typically envisioned in one i6 Green application?

Yes, **i6 Green** is *designed to promote collaboration*, especially within a given region (which can be defined by the applicant), to strengthen its commercialization ecosystem. There is no limit on the number of partners that an applicant may have. It is up to the applicant to demonstrate the necessity or relevance of the partners.

19. Do projects (by small businesses or startup companies) that try to commercialize any particular technology or product qualify for funding under i6 Green?

The **i6 Green** is not a grant or award to fund commercialization of individual products or technologies. The goal of **i6 Green** is to fund new ideas (proposals) that will support sustainable structures and infrastructure in communities and regions to promote or accelerate technology commercialization and entrepreneurship with the ultimate goal of driving job creation and economic growth. *We are looking for collaborative projects that have broad participation from various stakeholders (including universities, non-profit, for-profit, entrepreneurs, State/local governments, etc.). The competition is intentionally designed to be non-prescriptive.* The proposed projects should help to solve problems that impede the technology commercialization process (i.e. from research to market) within a given region.

EDA is not authorized to provide grants directly to individuals or to for-profit entities.

For-profit entities can participate in the **i6 Green** in two ways:

- (a) by being a part of a team forming a non-profit applicant under i6 Green, or
- (b) by partnering with an eligible applicant (please see FAQ # C-2 for more information on partnering).

20. Does my organization, a non-profit, need to enlist the participation of multiple partners who are for-profit and local government organizations, and then apply as a sole applicant with a broad regional partner base? Or do we need to form a new non-profit with ourselves, and all the participating partners as members of the non-profit?

No, a non-profit organization working in cooperation with a political subdivision of a State (i.e., a unit of local government) is an eligible applicant and may propose an eligible project.

In addition, your organization has other options for participating:

- (a) In combination with other organizations (including a for-profit and/or non-profit) to form a non-profit entity working in cooperation with a political subdivision of a State to apply as one applicant,
- (b) In combination with otherwise eligible EDA grant recipients (i.e. non-profit, governmental, and/or tribal organizations) that apply as co-applicants (note that

- the co-applicants should designate one lead applicant for administrative purposes), or
- (c) Act as a partner to another eligible applicant (please see FAQ # C-2 for more information on partnering).

In addition, any for-profit organization that would like to join your team for **i6 Green** can participate in two ways:

- (a) By being a part of your team forming a non-profit organization, or
- (b) By becoming a partner for your team (please see FAQ # C-2 for more information on partnering).

21. Do we need a binding contract from committed partners?

No, **i6 Green** does not explicitly require a binding contract. A letter of commitment is required to demonstrate the partnership. Each letter should include a short description of the partner and the nature of the partnership. Please see FAQ # C-2 for more information on partnering.

22. Are we limited to one proposal submission or are we able to present more than one and if so what is the limit?

No, applicants (including eligible entities that are applying as part of an applicant consortium) may submit more than one application to EDA in response to this competitive solicitation.

23. Does i6 Green typically fund smaller non-profit organizations? What kind of partnerships would strengthen our position to apply for this grant?

Regardless of size, non-profit organizations are welcome to participate in the competition. Although EDA strongly encourages proposals submitted by applicants that are formed by teams of participants to demonstrate broad-based support, a non-profit organization working in cooperation with a political subdivision of a State (i.e., a unit of local government) is an eligible applicant and may propose an eligible project. .

In addition, your organization may participate in one of the following ways:

- (a) In combination with other organizations (including a for-profit and/or non-profit) to form a non-profit entity and apply as one applicant,
- (b) In combination with otherwise eligible EDA grant recipients (i.e. non-profit, governmental, and/or tribal organizations) that apply as co-applicants (note that the co-applicants should designate one lead applicant for administrative purposes), or
- (c) Act as a partner to another eligible applicant (please see FAQ # C-2 for more information on partnering).

Please note that In general, an application submitted by co-applicants should detail each co-applicant's responsibilities up front and provide for a lead applicant that is responsible for all administrative purposes, including managing award finances and communicating with the granting agency. Note that each co-applicant is individually responsible for performing the scope of work and complying with all statutory, regulatory, and cost principle requirements

applicable to an award. Please also see section V.B. of the **i6 Green** FFO, which details application requirements, including those for co-applicants.

In addition, any for-profit organization that would like to join your team for the competition can participate in two ways:

- (a) By being a part of your team forming a non-profit organization applicant, or
- (b) By becoming a partner for your team (please see FAQ # C-2 for more information on partnering).

24. Do you need co-applicants from a University, State government, and a non-profit?

No, you do not need all three to apply. Different eligible organizations may apply singly or together, either by collectively forming a nonprofit organization, or by coming together as a combination of otherwise eligible entities that apply jointly as co-applicants to EDA for a single award. In order to apply as co-applicants, all co-applicants must be EDA eligible applicants, which include governmental bodies and non-profit organizations. See section III.A of the i6 Green FFO. EDA is not authorized to provide grants directly to individuals or to for-profit entities.

For-profit entities can participate in the **i6 Green** in two ways:

- (a) By being a part of a team forming a non-profit applicant under i6 Green, or
- (b) By partnering with an eligible applicant (please see FAQ # C-2 for more information on partnering).

25. Is it possible to discuss the proposal we are preparing to get your feedback prior to submission?

You may submit specific questions to your EDA regional point of contact listed below, and they will answer your questions as soon as possible. It is not possible for EDA to pre-review your proposal and provide feedback.

26. Is there a timeline for the grant (i.e., is it a one-time funding or multi-year funding)? And if it is one-time funding, does it expect the funding to be used in one-year or over multi-years

The award is one-time funding and EDA expects that the project period of each award will not exceed two years.

27. How is the grant distributed – over a certain period of time or a lump sum?

Grant funds are generally distributed on a cost-reimbursement basis during the project period, which is the period established in the award document (Form CD-450) during which Federal sponsorship begins and ends. This is typically done quarterly.

28. Our application proposes using the funding to develop a POCC around “Clean Coal” or “Nuclear” based technology development and acceleration. Is this an eligible project?

No. Please see the i6 Green FFO for what activities are permissible.

29. Our application proposes using the EDA funding to construct a building for a POCC. Is our project eligible?

No. Please see **i6 Green** FFO for what activities are permissible with the EDA grant funding allocated for **i6 Green**.

30. Our organization was a participant in last year's i6 Challenge, are we eligible to apply for i6 Green?

Yes.

31. Our organization was part of last year's winning team of the i6 Challenge, are we eligible to apply for i6 Green?

Yes.

32. Our exact collaborative organization won last year's i6 Challenge, are we eligible to apply for i6 Green?

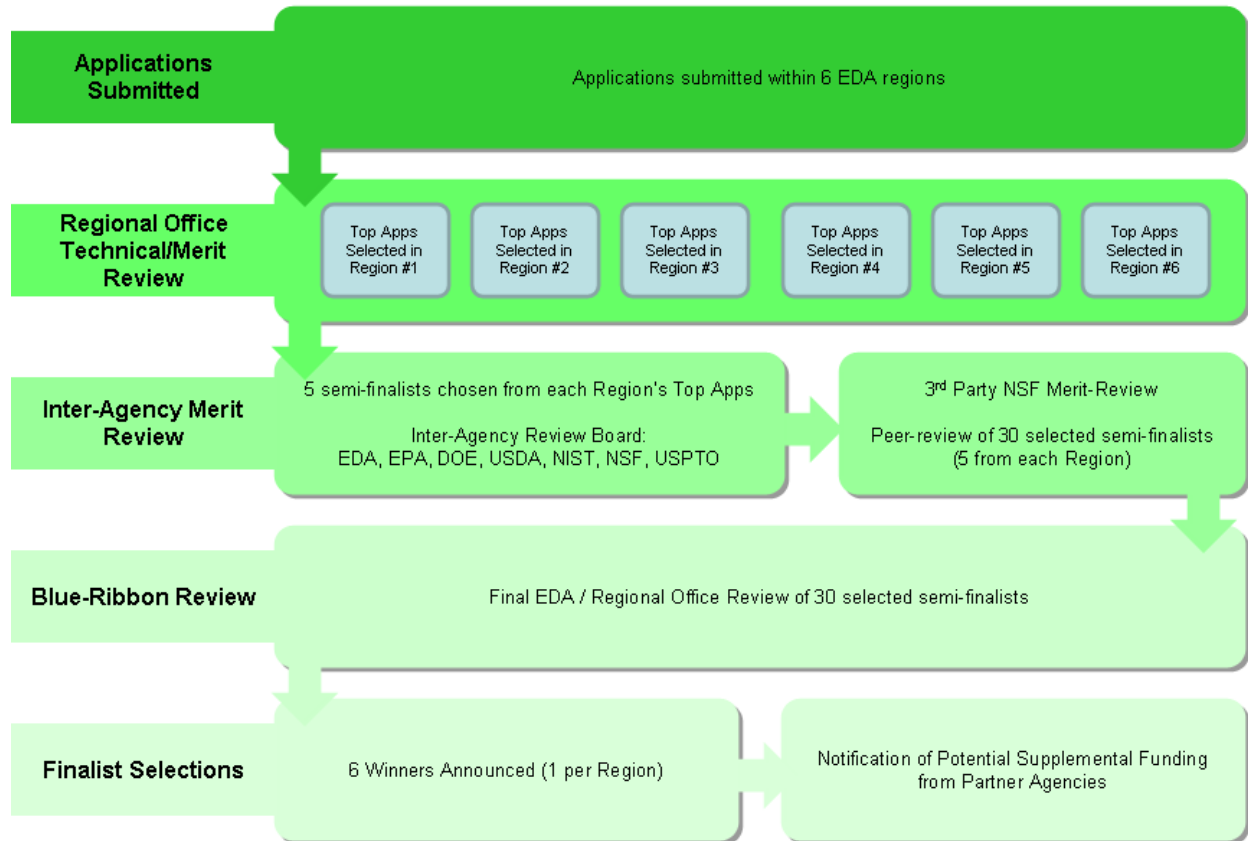
Yes.

33. Who will be reviewing our applications?

Section IV. B. of the i6 Green FFO details the review and selection process.

In addition, the below figure below provides a graphic illustration of the review process.

i6 Green Selection Process FY2011



34. What are the roles and obligations of EDA and its Federal partner agency roles and obligations under i6 Green?

EDA

EDA will award up to \$1 million to each of six teams around the country with the most innovative ideas to drive technology commercialization and entrepreneurship in support of a green innovation economy, increased U.S. competitiveness, and new jobs. Its partner agencies expect to award more than \$6 million in additional funding to **i6 Green** winners.

EDA's Office of Innovation and Entrepreneurship (OIE) will oversee the program. OIE was created by Commerce Secretary Gary Locke in 2010 to spearhead departmental efforts to promote innovation-based, high-growth entrepreneurship in pursuit of job creation and economic growth.

The office plays a lead role in developing policy recommendations and implementing initiatives to increase the efficiency and effectiveness of efforts to commercialize technology developed through university and Federally funded research.

DOE

DOE expects to invest up to \$2 million to support the multi-agency **i6 Green** Challenge. In order to be eligible for DOE funding, applicants will be required to demonstrate innovation in the areas of renewable energy, energy efficiency, or green building technology. These centers will assist companies with rapid prototyping and testing as part of the technology commercialization process.

NSF

NSF will conduct external peer review of proposals from each EDA region. NSF SBIR and STTR grantees that are part of a winning **i6 Green** team will be eligible for additional funding from NSF (up to \$3 million).

EPA

EPA joined **i6 Green** this year to support the development of technology opportunities geared toward human health and environmental protection. EPA funding will be targeted to technology issues of high priority for public health and environmental protection in the form of proof-of-concept grants, in areas such as improving energy efficiency in water treatment, renewable energy from wastewater sludge and animal waste, and recycling of e-waste. Funding will also broadly support efforts to commercialize environmental technologies.

Funding includes up to \$420,000 SBIR Phase II and \$280,000 non-SBIR funding.

USDA

USDA will support **i6 Green** by providing up to \$600,000 in SBIR Phase II funding through their National Institute of Food and Agriculture program towards scientific and technological research activities that can help foster and develop green, renewable, and sustainable based technologies.

NIST

The National Institute of Standards and Technology (NIST) Hollings Manufacturing Extension Partnership (MEP) is a nationwide network of locally managed extension centers whose purpose is to provide training, tools, and connections to small manufacturers to accelerate innovation; leading to new opportunities in domestic and export markets. MEP centers have existing relationships with clients looking for growth opportunities incorporating the use of new, green technologies. The nationwide network of MEP centers stands ready to form partnerships with **i6 Green** applicants, in providing industrial- and engineering-related support in proposed Proof of Concept Centers, and in sharing its expertise in commercialization and growth opportunities related to applicants' proposed strategies. Fostering the commercialization of innovative green products and the development of sustainable manufacturing processes lines up excellently with the MEP Next Generation strategies.

USPTO

The United States Patent and Trademark Office (USPTO) will help frame the intellectual property-related aspects of the **i6 Green** program requirements and of the proposals submitted to **i6 Green**. The USPTO will also help provide education on intellectual property and technology

commercialization as it relates to the **i6 Green** objectives of regional economic development and environmental Sustainability.

B. Application Materials and Process

1. Where do I find Form ED-900 and other required application forms?

Please follow the instructions on pages 22-30 (sections V. A-E.) of the i6 Green FFO (the FFO can be found at www.eda.gov/i6) on downloading the complete application package. Here's a brief description:

1. Ensure that you have installed Adobe Acrobat Reader 8.1.3 on your computer, as other (older or newer) versions of Adobe Acrobat Reader may cause errors.
2. Go to www.grants.gov.
3. Select "Apply for Grants" from the left-hand menu.
4. Select "Download a Grant Application."
5. Enter "I6GREENEDA031011" as the Funding Opportunity Number and click on "Download Package."
6. Click on the "download" link under "Instructions and Applications" and a new window should pop up. In the new window, click on "Download Application Instructions" to review the instructions posted on www.grants.gov and "Download Application Package" when you are ready to begin the application.

Form ED-900 form is indicated as "Economic Development Administration Application for Investment Assistance" on Grants.gov, and the form is part of the complete application package. Generally, it's the 5th form from the selection list under "Mandatory Documents" in the application package. All the required forms should be included in the downloadable application package.

2. Where can Form SF-424 and budget instructions be found?

Form SF-424 also is included in the complete application package. The instructions for Forms SF-424 and SF-424A can be found at http://www.grants.gov/agencies/forms_instruction_information.jsp.

Grants.gov also provides additional instructions on the Forms SF-424 and 424A on the FAQs page: http://www07.grants.gov/applicants/applicant_faqs.jsp
Please follow the instructions on Form SF-424A on Budget items.

3. If I include our CEDS, the PDF will be too big to transmit as a single PDF. Can you make an exception to allow some of these items to be submitted separately?

Yes, you may upload multiple PDF files if the single file is too large.

4. What are the required contents of the letter of intent?

Please address the letter of intent to the "i6 Green Team." Please email your name, affiliation, potential partners, team members, and a brief description of your proposal to i6@eda.doc.gov. Please see pages 22-23 of the i6 Green FFO at section V.A for complete information on letter of intent content requirements. Note that letters of intent are due by 11:59 pm Eastern Time on May 2, 2011.

5. Are F&A charges in addition to the grant amount or is it a line item in budget?

Facilities and Administrative (F&A) charges should be listed in the “Indirect Charges” line item on Form SF-424A. In addition, please see page 25 of the FFO for more information on F&A requirements.

6. Is the \$1 million award total costs (i.e., direct + indirect), or can indirect charges be in addition to that amount?

The maximum EDA award is \$1 million. This includes both direct and indirect costs. All such costs must meet the requirements of the applicable OMB cost principles to be eligible under the award. See 2 CFR parts 220 (educational institutions), 225 (State/local governments and Indian tribes) and 230 (non-profit organizations).

7. What kind of supporting information (letters of support, letter of intent etc.) are required from supporting/partnering organizations such as University Tech Transfer Offices, Industry, or Laboratory Services Providers etc.?

Please see section IV.B on p.7 of the i6 Green FFO. **i6 Green** does not require that Matching Share Commitment Letters and Project Support Commitment Letters from project partners be in any specific format. A Project Support Commitment Letter from a partner is required to demonstrate the partnership, and each such letter should include a short description of the partner and the nature of the partnership (please also see FAQ # C-2 for more information on partnering). Matching Share Commitment Letters should reflect the amount and type of match and clearly demonstrate that the matching share is committed to the project for the project period, will be available as needed, and is not conditioned or encumbered in any way that precludes its use consistent with the requirements of EDA investment assistance. A Commitment Letter should not exceed one page.

C. Applicant and Regional Eligibility

1. Who is eligible to apply?

Eligible applicants include a(n):

- a. District Organization (as defined in 13 CFR § 304.2);
- b. Indian Tribe or a consortium of Indian Tribes;
- c. State, city, or other political subdivision of a State, including a special purpose unit of a State or local government engaged in economic or infrastructure development activities, or a consortium of political subdivisions;
- d. Institution of higher education or a consortium of institutions of higher education; or
- e. Public or private non-profit organization or association acting in cooperation with officials of a political subdivision of a State.

EDA is not authorized to provide grants directly to individuals or to for-profit entities. Please contact your appropriate regional contact with any questions.

2. What is a partner? Is there a difference being identified as a partner versus co-applicant?

Yes, there is a difference between a partner and a co-applicant. A partner under an i6 Green project is any stakeholder that may collaborate with an applicant and support project or “team” program objectives, demonstrating broad-based local backing for the project. However, a partner is not a co-applicant under the grant and generally will not perform under the project scope of work. **Please note** that all recipients must adhere to the competitive procurement requirements set out at 15 CFR 14.40 through 14.48 (for non-governmental and university applicants) or 15 CFR 24.36 (for governmental applicants), as applicable. In general, these regulations require that all procurements be conducted to provide open and free competition to the maximum extent possible. In addition, recipients must avoid the appearance of and actual conflicts of interest. See EDA’s conflict of interest requirements set out at 13 CFR § 302.17.

A partner may be any stakeholder, including a for-profit entity that is not eligible to receive Federal funds under **i6 Green**. For example, a partner may be a venture capital entity that evaluates and may provide seed funding to small businesses and start-ups that receive technical assistance under an i6 Green project. Please note that this example is informational only and in no way limits how a partner may function under an i6 Green project. All partners must provide a Project Support Commitment Letter as described in section V.B. of the i6 Green FFO. Note also that for-profit entities that are SBIR Phase II grantees **might be eligible to receive supplemental SBIR funds from partnering agencies**. Please see section II.B.1. of the i6 Green FFO.

3. How can groups such as for-profit entities participate in the i6 Green?

EDA is not authorized to provide grants directly to individuals or to for-profit entities. However, for-profit entities can participate in the **i6 Green** in two ways:

- (a) by being a part of a team forming a non-profit organization, which applies to the **i6 Green**, or,
- (b) by partnering with an applicant (please see FAQ # C-2 for more information on partnering).

4. Can one individual or entity be associated with multiple applicants?

Yes.

5. Are there any requirements that the non-profit must meet?

A non-profit may apply by itself as a sole applicant only if it is working in cooperation with a political subdivision of a State. However, EDA strongly encourages partnerships, including a non-profit formed by a team of more than one individual or entity. Also, a non-profit may apply as a co-applicant for EDA funding, where the other co-applicants are also eligible for EDA grant assistance under PWEDA and EDA's regulations. In all cases, a non-profit applicant must provide a certificate of good standing with the State of its formation, a copy of the Articles of Incorporation and Bylaws, and, unless waived, a resolution or letter for a general purpose subdivision of government acknowledging that the nonprofit is acting in cooperation with that unit of government. Formal status as a 501(c)3 organization is not required.

6. Please also clarify the "economically disadvantaged" provisions of the competition. Does the region we define have to exactly match the region as you define it?

As provided in section 301 of PWEDA (42 U.S.C. § 3161), for a project to be eligible under the Economic Adjustment Assistance (EAA) program, the project must be located in an area (or "region" as defined in 13 CFR § 300.3 of EDA's regulations) that meets one of EDA's three specified economic distress criteria (or, as provided below, must be located in an Economic Development District (EDD) where there is a substantial direct benefit to such an economically distressed area). For the "economic distress criteria" see 13 CFR § 301.3 (as excerpted at the end of this answer).

Under EDA's regulations, the area (or region) for the project is defined by the applicant, so long as it constitutes an economic unit of human, natural, technological, capital or other resources, defined geographically. The applicant must define its region and explain why that definition is justified, based on current economic and other data. Applicants often define the region with respect to political jurisdictional boundaries (e.g., county or state jurisdictional boundaries) or census tracts, but this is not a formal requirement, and in some circumstances may not adequately capture the regional economic unit. Applicants will need to base the economic distress of the applicant's proposed region on two-year unemployment rates, the level of per capita income, or "special need." See the discussion set out in section III.B of the FFO. EDA's regulation at 13 CFR § 301.3 is set out below.

For determining economic distress levels and Investment Rates pursuant to 13 CFR part 301 of EDA's regulations, a Region may comprise a specific geographic area defined solely by its level of economic distress. A Project located in a geographic area of poverty or high unemployment

that meets the economic distress requirements is eligible under the EAA Program without regard to political or other subdivisions or boundaries.

In addition, a project located within an EDA-approved EDD may be eligible for investment assistance under the EAA program (even if the project is located in an area that does not meet the distress criteria of 13 CFR § 301.3(a)), so long as there is a “substantial direct benefit” to an area within that same EDD that does meet the economic distress requirements (the “EDD Exception”).

13 CFR § 301.3 Economic distress levels.

- (a) [P]art 307 (Economic Adjustment Assistance Investments). ... [Unless the project falls within the EDD Exception], for a Project to be eligible for Investment Assistance under parts 305 or 307 of this chapter, the Project must be located in a Region that, on the date EDA receives an application for Investment Assistance, is subject to one (or more) of the following economic distress criteria:
 - (i) An unemployment rate that is, for the most recent 24-month period for which data are available, at least one percentage point greater than the national average unemployment rate;
 - (ii) Per capita income that is, for the most recent period for which data are available, 80 percent or less of the national average per capita income; or
 - (iii) A Special Need, as determined by EDA. (For more information on “special need” distress criteria, see the FFO.)

7. Our county qualifies for one of the three economic distress criteria listed on page 16 of the i6 Green FFO. Are we at a disadvantage if we only qualify for one of the three, or is one qualification as good as all three?

One qualification is sufficient, but please list all criteria that you meet.

8. Which States are eligible to apply?

Whether an applicant defines its region on the basis of a subset of a city or county, a county, multiple counties, a State or multiple States is up to the applicant and the extent to which economic data support such definitions. However, in order for a region to be eligible for EDA assistance under the EAA program, the region must satisfy one of the three economic distress criteria listed in section III.B of the FFO and 13 CFR § 301.3 of EDA’s regulations, which is posted above.

D. Comprehensive Economic Development Strategies

1. The i6 Green FFO references Comprehensive Economic Development Strategies. Can you please supply me with information on these strategies?

Comprehensive Economic Development Strategies (CEDS) are locally based comprehensive plans created through a process that allows public and private sector stakeholders to collaborate on a regional economic roadmap to diversify and strengthen a regional economy. The CEDS analyzes the regional economy, addresses regional economic problems, and serves as a guide for establishing regional goals and objectives, developing and implementing a regional plan of action, identifying investment priorities and funding sources, and assigning lead organizations responsibilities for execution of the strategy.

Further guidance in connection with the CEDS is available on EDA's website at the following link: <http://www.eda.gov/PDF/CEDSFlyer081706.pdf>.

CEDS are commonly developed by Planning Organizations and District Organizations (terms defined in EDA's regulations) that function within the boundaries of an EDA-designated Economic Development District (EDD). EDA's Planning program generally funds the development and update of CEDS through these organizations, and applicants may provide the EDA-funded CEDS (one or more, as applicable) that has/have been developed for the applicant's region.

For i6 Green, which is conducted under EDA's EAA program, applicants must demonstrate that the proposed project is consistent with the region's CEDS, or equivalent plan accepted by EDA as a CEDS. If EDA doesn't have the applicant plan, the applicant may be required to submit it. Please see section V.B. of the i6 Green FFO for more information. .

As noted above, EDA may allow **i6 Green** applicants to submit non-EDA-funded CEDS documents as "CEDS equivalents." See 13 CFR § 303.7(c). In such a situation, EDA may in its discretion, determine that a strategic plan is acceptable without fulfilling each requirement of 13 CFR 303.7(b), which provides EDA's CEDS requirements. In determining the acceptability of a CEDS prepared independent of EDA investment assistance, EDA will consider the circumstances surrounding the grant application, including the i6 Green program priorities as delineated in the FFO, and the fulfillment of the requirements of section 302 of PWEDA. If the CEDS accompanying an application for the **i6 Green** is developed under another Federally supported program, it must include acceptable performance measures similar to those set forth in paragraph (b) of 13 CFR § 303.7 of EDA's regulations and include information on the state of the regional economy. To the maximum extent practicable, the CEDS must be consistent and coordinated with any other existing economic development plans for the region.

Please contact your local EDD for information on existing CEDS. A State-by-State list of EDDs is available at: http://www.eda.gov/PDF/EDD%20List_030410.pdf

Please note that certain EDDs in Georgia are in the process of being modified and are currently identified as: Atlanta Regional Commission; Central Savannah River Area Regional Commission; Coastal Regional Commission of Georgia; Georgia Mountains Regional

Commission; Heart of Georgia Regional Commission; Middle Georgia Regional Commission; Northeast Georgia Regional Commission; Northwest Georgia Regional Commission; River Valley Regional Commission; Southern Georgia Regional Commission; Southwest Georgia Regional Commission; and Three Rivers Regional Commission.

2. In Southeast Michigan, the Southeast Michigan Council of Governments (SEMCOG) is preparing the CEDS – can we use a letter from SEMCOG endorsing an application to fulfill the CEDS requirement – even though the CEDS has not been completed?

In this case, a CEDS is necessary for Economic Adjustment Assistance (EAA) funding. However, EDA may consider non-funded CEDS, State, or strategy documents (see 13 CFR § 303.7(c)(1), (2); and 13 CFR § 303.8) if they comply with EDA CEDS requirements. The applicant must work with the Chicago regional office staff to ensure the strategy plan is approved. Please see section I. of these FAQs and section VIII. of the i6 Green FFO for regional office contact information.

3. I have a question in reference to page 26 of the i6 Green FFO, which requires that a project be consistent with the region's CEDS... or alternate EDA-approved planning document. In Arizona we have a few rural regions that have created CEDS. To my knowledge the metro regions have not, however they do extensive planning. We are considering submitting an application with the entire State as a region. Arizona developed a 10-year economic development strategy document in 2006 that may satisfy this requirement. Who should I talk to about EDA-approved planning documents?

The EDA does consider non-funded CEDS, State, or strategy documents (see 13 CFR §§ 303.7(c)(1), (2); and 303.8) as long as they comply with the CEDS requirements. The applicant must work with the Seattle regional office staff to ensure the strategy plan is approved. Please see section I. of these FAQs and section VIII. of the i6 Green FFO for regional office contact information.

4. Our region does not have an approved CEDS, although we have various strategic plan documents for Suffolk & Nassau County that serve a similar purpose. Will these satisfy your requirements? How current must they be?

Such plans may suffice. Please contact the Philadelphia Regional Office. Please see section I. of these FAQs and section VIII. of the i6 Green FFO for regional office contact information.

5. If it is the County or NY State regional economic development office that developed the strategic plan(s), must they be the lead applicant or can they be a partner in, or supporter of, the proposal?

That office is not required to be the lead applicant for the **i6 Green** because it developed the strategic plan(s).

E. Matching Share Requirement

1. What is the matching share requirement?

Applicants must demonstrate a matching share (cash or in-kind contributions) of at least \$500,000, which must be available and committed to the project from non-Federal sources. EDA will give preference to proposals with higher matching shares to further leverage Federal funds and help ensure additional project impact.

Applicants must submit Matching Share Commitment Letters at the time of application. Please see section V.B. of the i6 Green FFO.

2. Is the minimum matching \$500,000? Do in-kind donations also count as matching funds?

Yes, a minimum of \$500,000 matching share is required under **i6 Green** FFO. Yes, cash or in-kind contributions, or combinations may satisfy the matching share requirement. Please see section III.C. of the i6 Green FFO.

3. Is the expected match included in the \$1 million, or is it on top of the \$1 million listed in the proposal?

The expected match is on top of the \$1 million listed in the proposal. The \$1 million is EDA's share of an award made under the FFO. The i6 Green FFO states that at least \$500,000 (cash or in-kind) in matching share must be contributed from the applicant. In most cases, an applicant that matches \$500,000 will be eligible for an award of \$500,000. The applicant must demonstrate a matching share of at least \$500,000, which must be available and committed to the project from non-Federal sources.

Generally, the amount of an EDA grant may not exceed 50 percent of the total cost of the project. Projects may receive up to 80 percent of total cost, based on the relative needs of the region in which the project will be located, as determined by EDA. See section 204(a) of PWEDA (42 U.S.C. § 3144) and 13 CFR § 301.4(b)(1).

Please also see section II.B.2.a. of the i6 Green FFO for information on matching requirements for supplemental EPA funds.

4. Can non-Federal funds that are already allocated to technology development mechanism (such as “seed funding” for a commercialization model”) serve as matching funds?

As the i6 Green FFO states in section III.C., in-kind contributions in the form of space, equipment, or services, or forgiveness or assumptions of debt, may provide the required matching requirement. See section 204(b) of PWEDA (42 U.S.C. § 3144), 13 CFR § 301.4(b)(1), and 15 CFR §§ 14.23 and 24.24. EDA will fairly evaluate all in-kind contributions, which must be used for eligible project costs that meet applicable Federal cost principles and uniform administrative requirements. Applicants must provide letters of commitment to demonstrate that the matching share is committed to the project for the project period, will be available as needed, and is not conditioned or encumbered in any way that

precludes its use consistent with the requirements of EDA investment assistance. See 13 CFR § 301.5.

If non-Federal funding is used as matching share in another Federally funded project, the non-Federal funding cannot be counted as matching share for the **i6 Green** proposal.

5. Can we have a commitment from non-Federal sources on a per year basis, i.e. \$75k/year for 5 years?

The project period for an award under the **i6 Green** is 2 years. Applicants are asked to demonstrate a minimum of \$500,000 in matching share at the time of application submission. The scenario you describe does not appear to meet this requirement.

6. Can application be considered for a smaller award and thus a smaller matching share? Can there be more than one award per region?

Yes, the applicant can be considered for a smaller award if it has a smaller matching share amount. The matching share must be at least \$500,000. In addition, there could be more than one award per region.

7. Please provide more explanation on the i6 Green FFO provision that only if facilities and administrative costs (sometimes referred to as indirect costs) are included in the budget, the applicant must include a copy of its current Facilities and Administrative Cost Rate Agreement or documentation applying for a Facilities and Administrative Cost Rate Agreement.

Applicants must submit a copy of their cost rate agreement if they plan to include indirect costs in their proposed budget for the grant. It is possible that some applicants will not have indirect costs, and will submit only direct costs for reimbursement; however, if there are indirect costs in the budget, a cost rate agreement must be submitted or must be negotiated.

8. Under what program authority is this minimal matching share requirement of \$500,000 made?

EDA's regulations under 13 CFR §§ 301.4, 301.5 address matching share requirements. These rates are "permissive" in the sense that EDA has the discretion to increase the matching share for certain reasons. For purposes of i6 Green, the minimum matching share requirement of \$500,000 was developed to ensure a certain level of non-Federal participation and commitment. Therefore, this "floor" was established in furtherance of that goal and functions of the matching share requirement set out in EDA's regulations.

9. If an applicant is going after the maximum allowable grant of \$1 million for their geographical area, and if for example they are eligible for an EDA share of 80%, then it

appears that this minimal matching share requirement is asking them to raise \$250,000 more in a matching share than minimally required by the explicit program authorities.

The maximum amount of the grant in each region is \$1 million. As noted above, there is a matching share “floor” for purposes of i6 Green: the non-Federal match must be at least \$500,000 under any circumstances. In an area eligible for a 50% grant rate, the match must be \$1 million for a \$1 million grant.

10. Please provide additional explanation for the statement in the FFO stating, “EDA will give preference to applications with higher matching shares to further leverage Federal funds and help ensure additional project impact.”

As explained in the FFO, there are minimum matching share (or cost sharing) requirements in order to qualify for an i6 Green. In addition, the FFO states that EDA prefers applications with higher-than-minimum-required matching share amounts to further leverage Federal funds and help ensure additional project impact.. The bases on which EDA will evaluate proposals are set forth under section V.A. of the FFO (evaluation criteria). To the extent that greater levels of matching share reflect strength in one of the stated criteria (i.e., adequate financial resources and strong potential to become self-sustaining), these greater levels will be factored into the evaluation of a particular proposal.

In addition, we anticipate that the amount of matching share will aid in the selection process in the event that multiple proposals are equally competitive and where the level of match can be used as a distinguishing feature of one of the proposals.

F. Selection Process and Criteria

1. How are proposals selected for funding?

There are several stages in the selection process in the **i6 Green**:

1. First Level Responsiveness Review
2. Joint Selection Committee Review
3. Merit Review by NSF Peer Review Panels
4. Selection by EDA Grants Officer

For more information, please see section IV. B. of the i6 Green FFO. Also, see the diagram on page 8 of these FAQs (**Section A-32**).

2. What criteria are used to select proposals for funding?

The application will be evaluated using the following criteria, which are weighted equally:

A. Concept

Applications will be evaluated based on their plan to effectively use the services of a Proof of Concept Center as described in section I.A.2. of this FFO (“**i6 Green** Program Information”) to address their regional commercialization needs towards a green economy. This will be evaluated to the extent an application demonstrates:

- A clear understanding of a real or persistent problem or an unaddressed opportunity, its urgency, and the ability of the proposed Proof of Concept Center model to solve the problem or capitalize on the opportunity;
- Creative or even potentially transformative models or solutions based on an understanding of the role, benefit, and best practices of a Proof of Concept Center;
- A clear understanding of the challenges facing the region’s entrepreneurs and innovators; and
- A ‘roadmap’ for how the proposed Proof of Concept Center would fill the gaps in the research-to-commercialization continuum and eliminate obstacles to commercialization.

B. Feasibility of Implementation

Applications must show that establishing or enhancing the capabilities of a Proof of Concept Center and its accompanying features (as described in section I.A.2. of this FFO (“**i6 Green** Program Information”) is a likely outcome from **i6 Green** funding.

Moreover, the application should present a clear, specific, and realistic approach to accelerating the movement of clean economy technologies to the marketplace, including technologies to advance renewable energy, energy efficiency, reuse and recycling, and green buildings. An application will be evaluated to the extent it demonstrates:

- A coherent plan to leverage regional strengths, mitigate regional weaknesses, and capitalize on strategic opportunities and resources while minimizing short- and long-term challenges;
- A sound strategy to support entrepreneurs and innovators at appropriate phase(s) of the process, such as assessments of commercialization potential, patenting, licensing, venture formation, financing, and marketing;
- A reasoned discussion of an intellectual property strategy appropriate for protecting the core creative and technological attributes of employees, organizations, existing companies, and new venture formations that will utilize the services of the Proof of Concept Center;
- Adequacy of the proposed schedule and budget, including the extent to which appropriate targets, metrics, and milestones are clearly defined;
- Adequacy of the plan to measure progress toward targets and the likelihood that metrics and milestones will be met;
- Extent to which challenges and risks are identified and mitigation strategies are proposed; and
- Adequacy of the proposed organization and management plan to achieve the project goals.

C. Impact

Applications must demonstrate the job creation impact of the proposed Proof of Concept Center and will be evaluated to the extent that the application identifies and explains:

- Quantifiable benefits that go beyond the applicant and benefit the regional economy;
- The extent to which infrastructure for commercialization and enterprise formation will be enhanced; and
- A clear understanding of how the model or solution could be replicated elsewhere.

D. Personnel Qualifications and Resources

Applications will be evaluated in terms of the qualifications of the team, participating organizations, key personnel, and other proposed resources, including:

- Qualified personnel that, as a group, demonstrate project management expertise, as well as demonstrated success in protecting, licensing, and commercializing intellectual property;
- The education, experience, and accomplishments of key personnel;
- Adequacy of the applicant's team to carry out the proposed work and achieve success;
- Previous performance of the organizations making up the team, as applicable;
- Quality of the partnerships and extent of partnership commitments;
- Appropriateness, quality, and availability of any facilities, materials and resources to be used in implementing the proposed plan; and
- Access to venture capital or angel financing for promising entrepreneurs.²

² Please note that for the purposes of establishing eligible costs to be supported by grant funds (Federal share plus matching share) under an **i6 Green** award, applicants may not include costs related to venture capital activities. EDA grant funds cannot be used for such purposes. However, EDA will evaluate favorably applications that include

E. Long-term Growth Plan

Applications will be evaluated on the applicant organization's plan for sustaining success of the Proof of Concept Center beyond the period of Federal funding, including:

- Adequate financial resources to ensure robust institutional capacity, as well as access to capital for early stage, potentially high-growth firms;
- Strong potential to become self-sustaining, even without significant future Federal funding; and
- Long-term, broad, and deep commitment from private and public sector leaders throughout the region, and strong participation and buy-in from stakeholders.

All applicants are expected to provide a clear and detailed explanation as to how the proposed project will meet the **i6 Green** evaluation criteria. EDA will consider applications that include such an explanation with supporting data, including performance measures and deliverables, as applicable, more competitive than those that do not.

3. What metrics will be used to determine which proposals will be funded? How the judging logistics by the EDA, NSF, DOE, EPA, USDA, NIST, and USPTO will be coordinated to determine winning entries?

Each proposal will be judged on the criteria set out in section IV.A. of the i6 Green FFO. These criteria are concept, feasibility of implementation, impact, personnel qualifications and resources, and long-term growth plan. According to the FFO, each of the criteria will be weighted equally. Winning projects that contain representation from NSF, EPA, or USDA SBIR grantees will be eligible for supplemental funding. In addition, winning projects that address DOE and EPA selection factors may be additional for additional funding. See section II.B. of the i6 Green FFO for more information on these opportunities.

4. How does the i6 Green determine what are a region's strengths?

It is up to the applicant to demonstrate that its proposal fits into the regional strengths.

5. What milestones will EDA put in place for the award?

Typically, EDA puts in milestones that will allow project managers to access progress towards and completion of goals reported in the initial proposal, or approved modification(s).

6. How important will the region of the proposal be in a proposal evaluation? For example, how much more favorably would a proposal be viewed that is State-based vs. multi-city based within the State?

the use of venture capital to support innovative entrepreneurs as part of other activities that operate as a separate cost center and are not supported directly or indirectly by the EDA-provided funds. Although not part of the EDA-funded scope of work, applicants that incorporate venture capital aspects should specify how and to what types of entities venture capital will be provided.

Applicants must define their own region. The proposal may demonstrate that its impact will go beyond the applicant and benefit the regional economy. As set out in section V.A. of the FFO, the review panels will evaluate applications in accord with the factors listed under concept, feasibility of implementation, impact, personnel qualifications and resources, and long-term growth plan.”

G. NSF, USDA, and EPA SBIR

1. Do NSF, USDA, and EPA SBIR grantees need to file separate NSF, EPA, and USDA SBIR applications to be eligible for the supplemental grants at the time of application to i6 Green?

No. Once the **i6 Green** winning teams are announced, NSF, USDA, and EPA SBIR grantees that are associated or partnered with those winning teams will be asked to submit requests for supplemental funding to NSF, USDA, or EPA.

2. Which SBIR grantees are eligible to receive the supplemental awards from NSF, EPA, and USDA?

SBIR Phase II grantees that are associated or partnered with winning teams are eligible to receive supplemental awards from NSF, EPA, or USDA.

Please see section II.B. 1 of the i6 Green FFO for more information.

3. Where can I get a list of the current NSF, EPA, and USDA SBIR grantees?

You can access the NSF, EPA, and USDA list of SBIR grantees through www.eda.gov/i6 under “List of SBIR Grantees.” Applicants are also encouraged to seek co-applicants and partners.

4. In the announcement, it is mentioned that \$6million may be available to SBIR grantee participants. Does this mean current recipients, or may it include past recipients?

All NSF, EPA, and USDA SBIR Grantees (Phase II only) that form a winning applicant or are partner with a winning applicant may be eligible for additional SBIR funding. Please see section II.B.1. of the i6 Green FFO for more information.

H. DOE and EPA NON-SBIR Supplemental Funding

1. DOE anticipates investing up to \$2 million to support the multi-agency **i6 Green**. To be eligible for DOE funding, applicants must demonstrate innovation in the areas of renewable energy, energy efficiency, or green building technology. Please also see section II.B.2 of the i6 Green FFO for further details.
2. EPA anticipates investing up to \$280,000 that may be awarded as additional funding for one or more **i6 Green** recipients to encourage innovation in commercializing environmental technologies that address priorities in the water/energy nexus, water management, or innovative applications of materials for environmental improvement. **i6 Green** recipients will be evaluated based on eligibility and technical criteria as described below (see section II.B.2 of the FFO).

I. EDA Regional Office Contacts

<p>Austin Regional Office</p> <p>Richard Sebenoler:</p> <p>rsebenoler@eda.doc.gov</p>	<p>Serves: Arkansas, Louisiana, New Mexico, Oklahoma, and Texas</p>
<p>Atlanta Regional Office</p> <p>Lauren Dupuis:</p> <p>LDupuis@eda.doc.gov</p>	<p>Serves: Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, and Tennessee</p>
<p>Chicago Regional Office</p> <p>Dennis Foldenauer:</p> <p>dfoldenauer@eda.doc.gov</p>	<p>Serves: Illinois, Indiana, Michigan, Minnesota, Ohio, Wisconsin</p>
<p>Denver Regional Office</p> <p>Jenny Benz:</p> <p>jbenez@eda.doc.gov</p>	<p>Serves: Colorado, Iowa (excluding Muscatine and Scott counties), Kansas, Missouri, Montana, Nebraska, North Dakota, South Dakota, Utah, and Wyoming</p>
<p>Philadelphia Regional Office</p> <p>Paul Matyskiela:</p> <p>pmatyskiela@eda.doc.gov</p>	<p>Serves: Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont, Virginia, West Virginia, Puerto Rico, Virgin Islands</p>
<p>Seattle Regional Office</p> <p>Brian Parker:</p> <p>bparker@eda.doc.gov</p>	<p>Serves: Alaska, Arizona, American Samoa, California, Guam, Hawaii, Idaho, Republic of Marshall Islands, Federated States of Micronesia, Nevada, Northern Mariana Islands, Oregon, Republic of Palau, and Washington</p>